Name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_\_ Intro to Psychology

Review for Test 3.1 “Social Psychology”

1. Test topics:
   1. Situational vs. dispositional factors
      1. Difference between them?
   2. Weak situation vs strong situation
      1. Example of a weak situation:
      2. Example of a strong situation:
   3. Stereotype formation
      1. Empirical Study/Experiment: Jane Elliott’s blue eyes/brown eyes (Elliott, 1968)
      2. 3 theories: social cognitive, social identity theory, systems justification theory
         1. Social cognitive:
         2. Social identity theory:
         3. Systems justification theory:
   4. Stereotype threat
      1. Empirical Study/Experiment:
   5. FAE & SSB
      1. FAE Empirical Study/Experiment: Lau & Russell, 1980
      2. SSB Empirical Study/Experiment:
   6. Compliance techniques
      1. Foot-in-the-door, lowballing
         1. Foot-in-the-door Empirical Study/Experiment:

* + - 1. Lowballing Empirical Study/Experiment:
  1. Conformity
     1. Empirical Study/Experiment: Milgram, 1967
     2. Empirical Study/Experiment: Zimbardo, 1971
     3. Some explanations for conformity